



City of Cincinnati Board of Health Finance Committee

Tuesday, November 19, 2019

Room 324

Ms. Schroder, Chair of the Board Finance Committee, called the November 19, 2019 Finance Committee meeting to order at 3:30 PM.

Roll Call

Members present: Kate Schroder, chair, Amar Bhati, Robert Brown, Dominic Hopson, Phil Lichtenstein, Melba Moore, Luwanna Pettus-Oglesby.

Topic	Discussion	Action/Motion
Approval of Minutes	<p>The Committee Chair asked the Committee members if everyone had the opportunity to review the minutes from the last meeting.</p> <p><u>Motion:</u> That the Board of Health (BOH) Finance Committee approve the minutes of the October 16, 2019 Board of Health Finance Committee Meeting.</p>	<p><u>Motion:</u> Schroder <u>Second:</u> Bhati <u>Action:</u> Passed</p>
Review of Contracts for December 10, 2019 BOH Meeting	<p>The Chair began the review of the contracts that will go to the BOH for approval.</p> <p>Laboratory Corporation of America Holdings (Lab Corp) – This accounts payable contract is between Lab Corp and the Cincinnati Health Department (CHD) for phlebotomy services, including 11 point of care tests, at all six major CHD health center labs and lab pick up services at CHD's 13 School Based Health Center (SBHC) locations. Lab Corp bills patients with insurance for their service and bills CHD for uninsured patients. The contract term is from January 30, 2020 to March 31, 2021. The dollar amount is \$1,000,000 maximum.</p> <p>Mr. Dominic Hopson attended the meeting, walked through the agreement, and answered questions from the Committee. Lab Corp is the CHD lab provider. The contract expired 2 months ago. It took time to negotiate in order to get everything we wanted into the contract including diabetes testing at each site. Lab Corp bills insurance for insured patients, and CHD pays for uninsured patients</p>	

(about 35 percent). There is a possibility of negotiating a flat fee per month in future. Currently, we are spending close to \$100,000 a month. Flat fee may reduce costs. The Chair asked about the trends for the contract. Mr. Tim Doran said that the million dollars a year is not an exact number, but that the trends have been flat. He said that the exact number would be given to the Board of Health at its meeting and will include a 24 month look back.

The Chair asked why did only Lab Corp bid in response to the RFP? Mr. Hopson explained that they were the only bidders able/interested in meeting the requirements of the bid. Dr. Bhati asked how long to negotiate a month-to-month flat rate? Mr. Hopson says that he would like more data about the uninsured. Are the trends going up or down? Could have data in a month. If Lab Corp knows they're the only one bidding, we may not have much leverage. The Chair asked about the term of the contract. Mr. Hopson stated that the old contract was extended twice to give us time to negotiate a new contract.

Motion: That the Board of Health Finance Committee recommend this contract to the Board of Health.

Hamilton County Solid Waste Management District (HCSWD) – This accounts receivable contract is a long-standing contract between the CHD and HCSWD. The Environmental Waste Unit of CHD will inspect the Solid Waste Transfer Station, the Class II Composting Facility, the Closed Municipal Solid Waste Landfill, all Registered Scrap Tire Transporters, and Open Dump Complaints; at the frequency state in the contract. In return for performing these inspections, the HCSWD will pay the CHD. Billing and payment will be quarterly. The contract term is from January 1, 2020 to December 31, 2020. The dollar amount is \$68,911.

Ms. Robin Anderson walked through the agreement and answered questions from the Committee. Contract between HCSWD and CHD, they pay for certain inspections annually including transport stations, composting station at Findlay market, the landfill, tire, and open dump. CHD bills them quarterly. Contract has been going on 35 years. We would have to do it even if we weren't getting paid. Chair: how does amount different? Ms. Anderson said that the contracted amount is lower by a couple thousands of dollars from a couple of years ago. The Chair made a general request that it would be helpful in the future if trend data could be included. The Chair asked if the amount covers the full costs of the inspections? Ms. Anderson says it covers the costs of the inspections, but not the total costs

Motion: Schroder
Second: Bhati
Action: Passed

	<p>House would continue if that Center were relocated. Commissioner Moore said that would depend on where we go, and the space. The Chair asked for a clarification as to whether this is a new contract. Mr. Hopson stated it is an extension of a professional service agreement.</p>	<p><u>For Notification purposes only</u></p>
<p>Final Report on Medicaid Cost Report</p>	<p>Ms. Li Liu stated that the report was sent to Medicaid in mid-October. Before it was filed, she received input from Clark Schaefer Hackett (CSH). Some adjustments were made to the report due to the input. Five days after filing she called Medicaid to make sure it was received, and it was. The Chair asked what the time frame is? Ms. Liu said last year it was late January, early February. Mr. Brown asked if the Board of Health would get copies? Mr. Hopson asked if they meant a summary? Mr. Brown stated that the Board need to understand how this is related to the Medicaid match. Mr. Hopson responded that we do not know the formula they use. Ms. Liu stated that we fill out the report based upon their forms and instructions. Medicaid has their own information they use to determine the reimbursement amount.</p>	
<p>Financial Update</p>	<p>Mr. Dominic Hopson stated that one of the requests of the Chair is to provide a picture of all our funds. He would like to use a standard report out of the City financial system. Want to get feedback from the Committee as to what information out of this report that it wants. Top six or seven lines on the charts are revenues, the rest expenses. Is this too much information? Do you want us to drill down further?</p> <p>The Chair asked for Mr. Hopson to walk through an example from the report to give the Committee a better understanding. Mr. Hopson walked through accounting code 395 to explain what is in the report. The Chair stated that the Committee would like to look at trends regarding revenue and expenses – overall how are we doing over time and how expenses compare to revenue. If we're off on something, then we can dig down. Are we doing better or worse than last year? Is it possible to breakout clinical, CCPC, and everything else? Dr. Bhati stated that the trend report should be something that can be discussed at the BOH meeting.</p> <p>Mr. Hopson discussed accounts receivable (AR). Biggest driver is the self-pay portion. The Chair stated that we are working to resolve the self-pay issue and would like to see AR without self-pay. Mr. Brown asked if self-pay has increased significantly? DH no, but we stopped writing it off. December 2018 was when CHD stopped writing it off automatically. The rule under OCHIN broke on its own with OCHIN's updating of its systems. The City Manager's</p>	

	<p>Office gave us go ahead to move forward in billing self-pay patients. It will take OCHIN 30 days to get the queues in order so our first invoices should go out around January 1. Mr. Brown asked if everyone eligible for Medicaid is on Medicaid? Mr. Hopson said no. We have two employees to assist people in signing up for Medicaid, but not everyone agrees to sign up.</p> <p>Discussion on AR broken out by payor groups. Issues with CareSource and dental - dentists not added at locations they were performing services at. Outside of self-pay majority of AR within 30 to 60 days. United Healthcare \$186,000 provided us with wrong information on how to bill us. We need a settlement between United Healthcare and the City to pay us for aging claims. The issue is that once United Healthcare pays the claim, they will be scrubbed and there will be no possibility to resubmit a claim if it were later found it needed adjustment. Law Department needs to review the agreement. Call was coordinated with OCHIN. The Chair stated that we should ask United Healthcare for an exception to the resubmit issue as the problem was with United Healthcare not providing us with the correct information.</p> <p>Mr. Hopson stated that in October, our self-pay percentage was 35 percent. While this appears to be average for CHD, it is high in a state that accepted the expanded Medicaid. We are looking at refugees as a possible reason for the high percentage as Cincinnati has a much higher rate compared to other FQHC's in Ohio. Mr. Brown stated that we may want to apply for Hamilton County's Hospital and Health Care Funds. Mr. Hopson stated that there is a process to catch those with wrong insurance or said they didn't have insurance but did. Dr. Bhati asked what percentage of those who are self-pay are eligible for Medicaid. Mr. Hopson stated that our biggest bang for the buck is signing people up for coverage.</p> <p>Mr. Brown suggested that we may want to look at cost by encounter and revenue by encounter. Mr. Hopson stated that one of our biggest factors is our cost of doing business. Dr. Bhati stated that training our staff better would help alleviate some of this. Mr. Hopson stated that we are requiring our providers to see more patients – we added four slots a day, and our patient contact hours is still lower than other organizations. Mr. Hopson stated that there are many factors involved, but what CCPC needs to determine is “what does success look like for us?” The Chair stated that getting percent of uninsured down as low as possible by increasing coverage rates is an important metric for success. Mr. Brown stated that CHD may not need to be</p>	
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	<p>profitable, but the concept of sustainability needs to be in the equation. The Chair stated that City Hall does not have a specific number in mind but that they likely want to see a good faith effort from CHD in expanding the number of those ensured.</p> <p>Mr. Hopson stated that CHD is becoming more efficient and are decreasing wait time. Gross and net charges are higher than they've ever been.</p>	
Commissioner Update	<p>Commissioner Moore stated that CHD was awarded a \$100,000 from the Ohio Department of Health for safety net dental care. for ODH for safety net dental – the grant is for three years.</p> <p>CHD, Interact for Health, and Talbert House applied for and was awarded a grant for \$100,000 from the Hamilton County Recovery Services Board. The funds will be used for outreach for the opioid crisis used to remove the stigma.</p> <p>Commissioner Moore provided the Committee with the reports on Safe Places Cincy immediately after our last meeting. We are now accepting referrals through the courts. Some assessments done over the phone instead of face-to-face. During planning process, CHD's partners said they have plenty of space, but when referrals come it, it is difficult to find beds/placements. The majority of the referrals need inpatient treatment. Only one patient was referred to outpatient treatment. The Chair stated that once the data is collected, it should be presented to the BOH.</p>	
Review Action Items	<p><i>Reach out to determine if ex-officio members count towards a quorum.</i> <i>Status: Complete</i></p> <p><i>Report on One City Against Heroin data</i> <i>Status: complete</i></p> <p><i>Provide Committee with Safe Places Cincy reports</i> <i>Status: Complete</i></p> <p><i>Provide consultant's strategic plan proposal, timeline, and the draft vision/mission statements to the Committee</i> CHD/BOH/Employee strategic plan and then a joint CHD/CCPC plan. Commissioner Moore sent a request for dates people were available after the last meeting. <i>Status: Complete</i></p> <p><i>Provide Clark Shaffer Hackett (CSH) recommended scope of services and audit timeline to Committee</i></p>	

	<p>Commissioner Moore sent the information following the last meeting. The Chair stated that once the scope has been agreed with CSH to share that with the Committee prior to signing the agreement. This is for the engagement piece, not the audit.</p> <p><i>Status: Complete</i></p>	
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Meeting Adjourned 5:04 p.m.
Next Meeting January 21, 2020 at 3:30 p.m. in room 324
Minutes prepared by Jon Lawniczak